

I Love Sales Events India

Alan Berg

Why Don't They Call Me? Alan Berg,2018-05-09 It would be so much easier if they'd just pick up the phone and call you, wouldn't it? That's what Alan Berg hears from wedding and event pros around the world. However, in the real world you're more likely to get digital inquiries through email, our website contact form, text, live chat, social media messaging and WhatsApp, than through a phone call. How can you create a rapport, continue the conversation they've already started, and in many cases even get the sale, without speaking with them on the phone, or in person? That's what Alan will answer for you in this book. He'll show you how to get them to reply quicker, and how you can convert those inquiries to appointments, whether live or virtual and even make sales, all through the same method with which they've reached out. Alan will show you his 8 tips for converting wedding and event inquiries into sales. You'll see how using the right tone, energy and format, can make all the difference. And, he'll give you a few simple tips that will have them replying to messages that they currently ignore. Lastly, there are real examples of conversations that wedding and event businesses, just like yours, have used to get appointments and sales, all without a phone call. And there's more bonus material in the book, and on Alan's site.

Why Don't They Call Me - Complete Weddings Edition Alan Berg,2018-05-05 It would be so much easier if they'd just pick up the phone and call you, wouldn't it? That's what Alan Berg hears from wedding and event pros around the world. However, in the real world you're more likely to get digital inquiries through email, our website contact form, text, live chat, social media messaging and WhatsApp, than through a phone call. How can you create a rapport, continue the conversation they've already started, and in many cases even get the sale, without speaking with them on the phone, or in person? That's what Alan will answer for you in this book. He'll show you how to get them to reply quicker, and how you can convert those inquiries to appointments, whether live or virtual and even make sales, all through the same method with which they've reached out. Alan will show you his 8 tips for converting wedding and event inquiries into sales. You'll see how using the right tone, energy and format, can make all the difference. And, he'll give you a few simple tips that will have them replying to messages that they currently ignore. Lastly, there are real examples of conversations that wedding and event businesses, just like yours, have used to get appointments and sales, all without a phone call. And there's more bonus material in the book, and on Alan's site. Want to know if this will work for you? Here's what other businesses have written after using Alan's techniques: In the past few weeks, I have already experienced positive results from utilizing some of the techniques Alan suggested. I am pleased to say we've been getting a lot more responsiveness to our inquiry emails since we changed the language. I immediately put the tips you gave into practice and am seeing more follow-up emails which will hopefully turn into more business.

Why Don't They Call Me? Alan Berg,2018-03-16 It would be so much easier if they'd just pick up the phone and call you, wouldn't it? That's what Alan Berg hears from wedding and event pros around the world. However, in the real world you're more likely to get digital inquiries through email, our website contact form, text, live chat, social media messaging and WhatsApp, than through a phone call. How can you create a rapport, continue the conversation they've already started, and in many cases even get the sale, without speaking with them on the phone, or in person? That's what Alan will answer for you in this book. He'll show you how to get them to reply quicker, and how you can convert those inquiries to appointments, whether live or virtual and even make sales, all through the same method with which they've reached out. Alan will show you his 8 tips for converting wedding and event inquiries into sales. You'll see how using the right tone, energy and format, can make all the difference. And, he'll give you a few simple tips that will have them replying to messages that they currently ignore. Lastly, there are real examples of conversations that wedding and event businesses, just like yours, have used to get appointments and sales, all without a phone call. And there's more bonus material in the book, and on Alan's site. Want to know if this will work for you? Here's what other businesses have written after using Alan's techniques: In the past few weeks, I have already experienced positive results from utilizing some of the techniques Alan suggested. I am pleased to say we've been getting a lot more responsiveness to our inquiry emails since we changed the language. I immediately put the tips you gave into practice and am seeing more follow-up emails which will hopefully turn into more business.

Integrated Advertising, Promotion, and Marketing Anubhav Mishra,Tata Sai Vijay,2023-11-17 This book introduces the concepts, perspectives, and importance of integrated marketing communication (IMC). It presents the history of Indian advertising, the strategic importance of IMC, and a discussion on social and cultural factors that enhance the effectiveness of marketing communication. Attuned to an evolving, Internet-driven, social media-connected world, the book covers all the important forms of communications used by business organizations, touching upon key areas, from marketing plans, branding, positioning, and creative briefs to copywriting, design. It takes the readers through the varied strands of IMC, including advertising, public relations, direct marketing, and sales promotion. The volume also presents considerations for each major media format with an aim of sending their messages to the end consumer. This volume will be an invaluable resource for students, scholars, and marketing professionals as it covers a wide range of topics like communication strategies, advertising, marketing, brand management, media studies, and public relations.

Promoting Consumer Engagement Through Emotional Branding and Sensory Marketing Gupta, Monika,Jindal, Priya,Bansal, Shubhi,2022-12-09 Emotional impulses heavily influence the behavior of customers. Sensory marketing establishes an emotional connection between the company and the customers, thus yielding a positive response towards the brand. It has a strong influence not only on the perceptions but also on the choices of the customers. It assists the organizations in delivering a unique multisensory experience and capitalizes on new marketing opportunities. Therefore, businesses should carefully formulate sensory marketing strategies revolving around the details of offered product mix, prospective modes of communication, as well as point-of-sale actions. Promoting Consumer Engagement Through Emotional Branding and Sensory Marketing provides strategies for approaching customers through their senses to better formulate effective sensory tactics. It strengthens the research in communicating brand image, enhancing brand recognition, generating brand loyalty, and increasing brand appeal through sensory marketing. Covering topics such as customer engagement, brand experience, and service quality, this premier reference source is an indispensable resource for business leaders and executives, marketing professionals, brand specialists, students and faculty of higher education, librarians, researchers, and academicians.

Shut Up and Sell More Weddings and Events - Custom Edition Alan Berg,2017-07-28 It all starts with a sale Whether you love it or hate it, making sales drives your wedding and event business. You don't get to use your creative skills for cooking, music, flowers, decor, fashion, ceremonies, or whatever your business is, until you make the sale. If you've been selling for a long time, this book will be a good refresher. If you're new to selling, this book will give you the tools, and the confidence, to make more sales. I'll show you how to ask better questions, really listen to the answers, and help your customers buy. Using real examples and stories, of people just like you, I'll guide you to find your own, unique selling style. When your customers can see and understand why they should buy from you, and only you, they have to pay your price. You've taken an important first step towards making more sales. Thanks for choosing me as your guide. Alan Berg, CSP

Retail Management: A Global Perspective Harjit Singh,2009-07 Third Revised Edition 2014 In the last five years since the first edition of this book was published, I have received ample email messages from students, researchers, and teachers for congratulating me on the compilation of the book and suggesting how it could be improved. I have also built up a large list of ideas based on my own experiences in reading and teaching the subject

Emotions in Rituals and Performances Axel Michaels,Christoph Wulf,2020-11-29 Challenging the idea that rituals are static and emotions irrational, the volume explores the manifold qualities of emotions in ritual practices. Focusing explicitly on the relationship between emotions and rituals, it poses two central questions. First, how and to what extent do emotions shape rituals? Second, in what way are emotions ritualized in and beyond rituals? Strong emotions are generally considered to be more spontaneous and uncontrolled, whereas ritual behaviour is regarded as planned, formalized and stereotyped, and hence less emotional. However, as the volume demonstrates, rituals often reveal strong emotions among participants, are motivated by feelings, or are intended to generate them. The essays discuss the motivation for rituals; the healing function of emotions; the creation of new emotions through new media; the aspect of mimesis in the generation of feelings; individual, collective, and non-human emotions; the importance of trance and possession; staged emotions and emotions on stage; emotions in the context of martyrdom; emotions in

Indian and Western dance traditions; emotions of love, sorrow, fear, aggression, and devotion. Furthermore, aesthetic and sensory dimensions, as well as emic concepts, of emotions in rituals are underscored as relevant in understanding social practice.

Shut Up and Sell More Weddings and Events - Shutterbooth Edition Alan Berg,2017-12-04 It all starts with a saleWhether you love it or hate it, making sales drives your wedding and event business. You don't get to use your creative skills for cooking, music, flowers, decor, fashion, ceremonies, or whatever your business is, until you make the sale. If you've been selling for a long time, this book will be a good refresher. If you're new to selling, this book will give you the tools, and the confidence, to make more sales. I'll show you how to ask better questions, really listen to the answers, and help your customers buy.Using real examples and stories, of people just like you, I'll guide you to find you own, unique selling style. When your customers can see and understand why they should buy from you, and only you, they have to pay your price. You've taken an important first step towards making more sales. Thanks for choosing me as your guide.Alan Berg, CSP

Homemade for Sale, Second Edition Lisa Kivirist,John Ivanko,2022-12-13 Updated and expanded! The authoritative guide to conceiving and launching your own home-based food business – from idea to recipe to final product. Follow your dream to launch a food business from your home and join the booming movement of food entrepreneurs. Fully updated and expanded, Homemade for Sale, Second Edition is the authoritative guide to launching a successful food enterprise from your kitchen. It covers everything you need to get cooking for your customers, providing a clear road map to go from ideas and recipes to owning a food business. Contents includes: Product development and testing Understanding state cottage food and food freedom laws and advocacy Independently tested recipes for non-hazardous food products, including frostings Marketing and developing your niche Step-by-step guides for packaging, labeling, and creating displays Structuring and running your business while planning for the future Bookkeeping and financial management Managing liability, risk, and government regulations Avoiding burnout through self-care and time management Profiles of successful food entrepreneurs. More people than ever are demanding real food made with real ingredients by real people, and you have the freedom to earn by starting a food business from home. No capital needed, just good recipes and enthusiasm, plus enough business know-how found in the pages of Homemade for Sale to be a success. Everything else is probably already in your kitchen. Best of all, you can start right now! AWARDS SILVER | 2023 Living Now Book Awards: How-To / DIY

Shut Up and Sell More Weddings and Events Alan Berg,2021-03-05 It all starts with a saleWhether you love it or hate it, making sales drives your wedding and event business. You don't get to use your creative skills for cooking, music, flowers, decor, fashion, ceremonies, or whatever your business is, until you make the sale. If you've been selling for a long time, this book will be a good refresher. If you're new to selling, this book will give you the tools, and the confidence, to make more sales. I'll show you how to ask better questions, really listen to the answers, and help your customers buy.Using real examples and stories, of people just like you, I'll guide you to find you own, unique selling style. When your customers can see and understand why they should buy from you, and only you, they have to pay your price. You've taken an important first step towards making more sales. Thanks for choosing me as your guide.Alan Berg, CSP

Sales Management R K Srivastava,Ernest Cyril De Run,Kim Shyan Fam,2003 The survival and of many products and companies depend upon the marketing strategies adopted by them. In the rapidly changing scenario of markets, when even propaganda and advertisements are unable to do the magic, it is the dedicated marketing professionals who compel the customer to purchase their goods and services. In today's business strategies, production of goods and services are not the end and means of everything. Neither financial or personnel management, nor inventory or time management are important today. It is Sales Management which has the last laugh over every other aspect of the business. Many a time it has been seen hat a better quality product or service has given place to an inferior quality product or service only due to superb marketing management. This book is a path-breaking effort and opens up a new dimension in the field of sales management, which is suitable to the present day needs and requirements. It takes into consideration the different academic aspects of Marketing and Sales Management for undergraduate and postgraduate students. This book would be of great help to managerial practitioners at any organizational level who are responsible for a function, department or a set of responsibilities.

The Secrets Between Us Thrity Umrigar,2018-06-26 “A powerful, urgent novel that wields issues of gender and class like a blade. . . . This intergenerational novel asks hard questions about who we are, who we can become, and what awaits on the other side of our becoming. Thrity Umrigar is known as a bold and generous writer, and *The Secrets Between Us* only further establishes her reputation.” — Wiley Cash, author of *The Last Ballad* Bhima, the unforgettable main character of Thrity Umrigar's beloved national bestseller *The Space Between Us*, returns in this triumphant sequel—a poignant and compelling novel in which the former servant struggles against the circumstances of class and misfortune to forge a new path for herself and her granddaughter in modern India. Poor and illiterate, Bhima had faithfully worked for the Dubash family, an upper-middle-class Parsi household, for more than twenty years. Yet after courageously speaking the truth about a heinous crime perpetrated against her own family, the devoted servant was cruelly fired. The sting of that dismissal was made more painful coming from Sera Dubash, the temperamental employer who had long been Bhima's only confidante. A woman who has endured despair and loss with stoicism, Bhima must now find some other way to support herself and her granddaughter, Maya. Bhima's fortunes take an unexpected turn when her path intersects with Parvati, a bitter, taciturn older woman. The two acquaintances soon form a tentative business partnership, selling fruits and vegetables at the local market. As they work together, these two women seemingly bound by fate grow closer, each confessing the truth about their lives and the wounds that haunt them. Discovering her first true friend, Bhima pieces together a new life, and together, the two women learn to stand on their own. A dazzling story of gender, strength, friendship, and second chances, *The Secrets Between Us* is a powerful and perceptive novel that brilliantly evokes the complexities of life in modern India and the harsh realities faced by women born without privilege as they struggle to survive.

Booked It! Meryl Snow,2017-06-11 The biggest challenge facing salespeople today is closing the deal. So often after a meeting with a client you think you nailed it just to learn the following week that you lost it. What happened? YOU WERE OUT SOLD! What you'll learn when you read this book: You- the brand 6 critical sales skills Qualifying Vital Stages of the sale Modern strategies Close that sale And more... The special events industry is multifaceted. This means that the marketplace that the event industry provides is big enough to support your endeavor as a special event professional. There are many directions in which you can expand and the industry provides a lucrative market ready to sustain you. From wedding planners to caterers to venue coordinators, floral designers and entertainers, the tasks are myriad. Before the internet, the event professionals were the experts, coming up with the answers and ideas. Today, roles have been reversed with the clients doing researches. Let's take the modern wedding as an example; today's couple has a wide array of information sources from bridal magazines, the internet, wedding books, wedding TV shows. They simply have many things to look to, with bridal magazines constantly churning out issues like 'Secrets for big day savings', 'Questions to ask before you book'. There is seemingly an information overload and the clients come asking questions because what they're reading is telling them to ask the questions. She is armed and ready. Are you? The difficulty of 'selling' in the special events market is compounded by the fact that today's clients have a wide array of options available to them as regards what they can buy. Hence, there is a need to understand the client, set yourself apart from the competition, and show your client how you're different in order to close sales. It is only necessary to stand out from other event professionals like you. Just how do you do this? Sell yourself. The phrase sell yourself is most times misinterpreted as showcasing your positive features and throwing yourself in the face of people whom you intend to make an impression on, however selling yourself is more about pulling clients to your company. Perhaps your bookings have started to drop off lately, and you find yourself struggling to hit sales targets that you used to breeze right past. You may be fabulous at bonding with the client but still find yourself losing opportunities. It is not just enough to bond with the client. Have you ever met with a client and you instantly connected? You just have the confidence that you will book the event. A week later, the client is not responding to your calls and emails. What happened? You were outsold! No matter how hard you work, how well you qualify and regardless of how well you think your meeting with the client went, if you are weak at closing sales, you will suffer in your career in the events industry. Closing sales involves a calculated process of understanding the client's needs, showing the client that you have what it takes to fill that need and ultimately, creating a relationship with the client so that he decides to trust you with the job of filling that need he has. How do you go

about this, you ask? How do you reignite your passion in sales and go from no clients to fully-booked? What sales techniques are to be employed to propel your events company to higher heights? These and many more questions are answered in this book. It is a guide to get you started as a highly effective, amazingly memorable event professional; think of it as a behind-the-scenes road map for kick-starting sales and getting fresh perspective, ideas and motivation for your special events company. www.merylsnow.com

Understanding Indian Culture for Sales Success in America A A Mushawwar,2023-03-21 To successfully do business with Indian-American consumers, sales professionals must have a deep understanding and appreciation of Indian culture. India is a diverse country with a rich cultural heritage shaped by various religious beliefs, customs, and historical events. In *Understanding Indian Culture for Sales Success in America: A Guide for Sales Professionals*, practical advice and real-world examples are provided to navigate potential cultural sensitivities and demonstrate respect for Indian traditions. With their unique diversity, strong emphasis on being educated, and unique communication styles, Indian-American consumers present a unique set of challenges for sales professionals.

Indian Smes And Start-ups: Growth Through Innovation And Leadership Leo-paul Dana,Omvir Gautam,Ashish Gupta,Naman Sharma,2023-05-03 Over the years, India has emerged as the third largest start-up ecosystem in the world, earning itself the reputation of being the emerging land for delivering unicorns. It has become one of the most attractive regions in the world for initiating and scaling up new business ideas. Many venture capitalists have invested in India's start-up ecosystem, and the government has also launched a variety of schemes to promote this growth. Indian organisations have become more competitive, making their global presence felt and expanding their reach into new industries and sectors. What factors have been pivotal for the growth of Indian start-ups? How did the Indian ecosystem evolve to fuel this growth? Is the role of leadership in start-ups more crucial than in other organisations? This book, through its diverse range of chapters, not only provides answers to the above questions, but also makes sincere efforts to highlight the innovative potential that start-ups carry and the leadership that is required to sail them through global competition. The book also provides an insight on the race of unicorns and how Indian start-ups have been extremely successful in bagging this coveted title. This edited book is a must-read for budding entrepreneurs and researchers who aim to understand and conduct research on Indian start-ups and their ecosystem support.

Shut Up and Sell More Weddings & Events - Disc Jockey Edition: Ask Better Questions, Listen to the Answers and Grow Your Entertainment Business Alan Berg,2020-08-10 Author's note: This special edition of *Shut Up and Sell More Weddings & Events* is for DJs, entertainers, lighting and photo booth companies. If you've already read the original edition, most of this is going to be the same for you. I've updated and changed the references to be specifically applicable to disc jockeys, lighting and photo booth companies. It will certainly be a good refresher for you, I just want to be transparent. If you've not read the original book, this will be all new to you.. Thanks for choosing this book, and I look forward to your feedback and seeing how else I can help you succeed. It all starts with a sale. Whether you love it or hate it, making sales drives your venue or catering business. You don't get to use your creative skills for entertaining, production and lighting at weddings and events, until you make the sale. If you've been selling for a long time, this book will be a good refresher. If you're new to selling, this book will give you the tools, and the confidence, to make more sales. I'll show you how to ask better questions, really listen to the answers, and help your customers buy. Using real examples and stories, of people just like you, I'll guide you to find your own, unique selling style. When your customers can see and understand why they should buy from you, and only you, they have to pay your price. You've taken an important first step towards making more sales. Thanks for choosing me as your guide.

Sell it Like Serhant Ryan Serhant,2018-09-20

The Indian wars of Pennsylvania C.H. Sipe,1931 The Indian wars of Pennsylvania an account of the Indian events, in Pennsylvania, of the French and Indian war, Pontiac's war, Lord Dunmore's war, the revolutionary war, and the Indian uprising from 1789 to 1795 tragedies of the Pennsylvania frontier.

Booked It! Meryl Snow,2016-02-10 The biggest challenge facing salespeople today is closing the deal. So often after a meeting with a client you think you nailed it just to learn the following week that you lost it. What happened? YOU WERE OUT SOLD! What you'll learn when you read this book: You- the brand 6 critical sales skills Qualifying Vital Stages of the sale Modern strategies Close that sale And more... The special events industry is multifaceted. This means that the marketplace that the event industry provides is big enough to support your endeavor as a special event professional. There are many directions in which you can expand and the industry provides a lucrative market ready to sustain you. From wedding planners to caterers to venue coordinators, floral designers and entertainers, the tasks are myriad. Before the internet, the event professionals were the experts, coming up with the answers and ideas. Today, roles have been reversed with the clients doing researches. Let's take the modern wedding as an example; today's couple has a wide array of information sources from bridal magazines, the internet, wedding books, wedding TV shows. They simply have many things to look to, with bridal magazines constantly churning out issues like 'Secrets for big day savings', 'Questions to ask before you book'. There is seemingly an information overload and the clients come asking questions because what they're reading is telling them to ask the questions. She is armed and ready. Are you? The difficulty of 'selling' in the special events market is compounded by the fact that today's clients have a wide array of options available to them as regards what they can buy. Hence, there is a need to understand the client, set yourself apart from the competition, and show your client how you're different in order to close sales. It is only necessary to stand out from other event professionals like you. Just how do you do this? Sell yourself. The phrase sell yourself is most times misinterpreted as showcasing your positive features and throwing yourself in the face of people whom you intend to make an impression on, however selling yourself is more about pulling clients to your company. Perhaps your bookings have started to drop off lately, and you find yourself struggling to hit sales targets that you used to breeze right past. You may be fabulous at bonding with the client but still find yourself losing opportunities. It is not just enough to bond with the client. Have you ever met with a client and you instantly connected? You just have the confidence that you will book the event. A week later, the client is not responding to your calls and emails. What happened? You were outsold! No matter how hard you work, how well you qualify and regardless of how well you think your meeting with the client went, if you are weak at closing sales, you will suffer in your career in the events industry. Closing sales involves a calculated process of understanding the client's needs, showing the client that you have what it takes to fill that need and ultimately, creating a relationship with the client so that he decides to trust you with the job of filling that need he has. How do you go about this, you ask? How do you reignite your passion in sales and go from no clients to fully-booked? What sales techniques are to be employed to propel your events company to higher heights? These and many more questions are answered in this book. It is a guide to get you started as a highly effective, amazingly memorable event professional; think of it as a behind-the-scenes road map for kick-starting sales and getting fresh perspective, ideas and motivation for your special events company. www.merylsnow.com

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